

Vlad Pavlenko

Technical Product Manager

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Technical Product Manager with 6+ years in fintech, payments and web3: I own the backlog and do the system analysis myself, backed by real engineering experience. I've taken products from zero to one more than once: co-founded and built Clustr from scratch to three Product Hunt wins, including the Golden Kitty Award, and a spot in the 500 Global accelerator, then applied the same discovery-to-delivery approach rebuilding Monetory's deal flow and white-label platform. I translate requirements into specs and API contracts, documenting them with BPMN, UML, C4, and PlantUML. AI is already part of how I work: I built a RAG-based AI requirements pipeline on OpenCode, Claude and n8n, and I design multi-agent systems with role-based architecture and process gates.

Skills & Tools

Product	Product discovery & delivery, Customer development, JTBD, Product analytics, A/B testing, Metabase, Agile, Scrum, Kanban
System analysis	Functional & non-functional requirements, Use cases, User stories, Acceptance criteria, DoD, DoR, BPMN 2.0, UML, C4 model, ERD, Data modeling
Integrations	REST API, OpenAPI, GraphQL, RabbitMQ, SOAP, gRPC, Webhooks, WebSockets, Swagger, Postman, Event-driven architecture, Microservices, Keycloak / OAuth2 / JWT
Engineering	SQL, PostgreSQL, TypeScript, Vue / Nuxt, Python, Git, CI/CD, AWS, Kibana / Sentry
AI & automation	AI agents, Multi-agent orchestration, Prompt engineering, MCP, RAG, OpenCode, Claude Code, LangGraph, n8n, Make, Zapier
Tools	Jira, Confluence, Linear, Figma, Notion, Camunda, PlantUML, Mermaid

Work Experience

Monetory.io

Dec 2024 – Present

Technical Product Manager

- I own the backlog and system analysis for a cross-platform payments platform in the High Risk segment, lead a team of 10 and translate requirements into specs and API contracts for engineering.
- ▶ Built and scaled a white-label solution that partners launched in 10+ countries, cutting new-deployment customization down to one day.
 - ▶ Prioritized the backlog by product metrics and ICE, redesigned the deal flow into a clear step-by-step process and lifted activation and operations volume 30–40% after release.
 - ▶ Specified API contracts for the Merchant, Partner, and Contractor gateways down to field-level detail, validating partner integrations via Postman and Swagger/OpenAPI before engineering wrote a line of code.
 - ▶ Co-designed the event-driven architecture on RabbitMQ/AMQP with the system architect and wrote its requirements, including failure handling for webhook callbacks and service outages, so the processing engine, gateways, and support desk keep working independently without losing transactions.
 - ▶ Built a RAG-based AI requirements pipeline on OpenCode, Claude and n8n, wired into GitLab via an MCP server: call requirements turn into structured tickets and milestones, get enriched from a GitLab Wiki knowledge base, and AI-reviewed merge request comments feed back into technical docs. Adopted by 3 teams: it saves up to 70% of the time from call to ticket and about 50% on acceptance.
 - ▶ Set up end-to-end localization on Tolgee, linked to Figma and a headless CMS: a string edited in one place goes live on the site automatically, in sync with the mockups.

Clustr.io

Apr 2023 – Oct 2024

Co-Founder & Product Owner

- I co-founded Clustr, a crypto portfolio tracker with AI-powered insights, and owned discovery, backlog, and the systems side of the product from the ground up: architecture, data models, and integrations with blockchain providers.
- ▶ Designed the system architecture and GraphQL API over Alchemy for real-time portfolio data, with wallet connection through Web3-Onboard, covering both frontend and backend.
 - ▶ Ran 100+ interviews and usability tests with early users, reworked onboarding from that feedback, and grew the product from zero to 11,000+ users in three months.
 - ▶ Reached 4,200+ MAU with 38% monthly retention and ~10-minute average sessions.
 - ▶ Shipped the MVP in two months with no starting budget.
 - ▶ Won Product Hunt three times in a row: #1 Product of the Day, #1 Product of the Month and the Golden Kitty Award for Web3 & Crypto Product of the Year 2023.
 - ▶ Went through the 500 Global accelerator and closed a \$100K pre-seed round.

Sidus Heroes

Sep 2022 – Feb 2023

Frontend Developer

Built new interfaces and sections for sidusheroes.com in TypeScript and Vue.

- ▶ Shipped core MVP functionality that carried the public launch to 20,000+ active users in the first months.
- ▶ Built a knowledge base with an adaptive UI, cutting support requests.

Platinum Software Engineering

Feb 2020 – May 2022

System Analyst

Worked as a system analyst connecting business, product, and engineering: gathered requirements, designed system specs, data flows, and APIs.

- ▶ Formalized requirements for an internal market-making tool connected to 50+ exchanges, including Gate.io and Bitfinex, cutting rework between business and engineering during spec reviews.
- ▶ Designed the REST and WebSocket integrations with those exchanges, working out dropped-connection handling without data loss.
- ▶ Wrote requirements for the company's own white-label exchange with Sumsb KYC.
- ▶ Introduced process metrics (velocity, defect rate, time-to-market), cutting T2M from 47 to 30 days.
- ▶ Supported QA with test case design and joined sprint planning and ICE-framework prioritization.

Nickel Digital Asset Management (London, UK)

Jan 2020 – Dec 2021

Low-Code Systems Integration Contractor (Part-Time)

Ran a part-time integration contract for Nickel Digital, a London-based digital asset manager, alongside my role at Platinum.

- ▶ Designed and built a low-code integration connecting Webflow, Typeform, Pipedrive CRM, Mailchimp, and Airtable through Zapier.
- ▶ Helped sales onboard 5,000+ leads through the automated funnel, giving real-time visibility into every lead instead of manual tracking.
- ▶ Eliminated manual data entry between lead forms, the CRM, and email campaigns, freeing sales time for clients instead of data admin.
- ▶ Maintained and adjusted the integrations over two years as requirements changed, without losing data.

Projects

Almost Senior — AI-Powered Resume Tailoring Tool

Pet Project, ongoing

An AI product that tailors resumes to job postings: takes a base CV and a posting, and generates a targeted version with a fit score and an explanation of what changed, without inventing facts.

- ▶ Architected the product's core AI pipeline: resume parsing and tailoring endpoints via OpenRouter, built on a configurable preset system instead of hardcoded prompts.
- ▶ Designed the database schema so every generation is saved as its own immutable version.
- ▶ Covered the app with 84 unit and integration tests (Vitest) and ran a security pass closing IDOR/XSS gaps in a multi-tenant setup.

Education & Certifications

Analysis for Business Systems — University of Minnesota, Coursera (self-paced, audit track)

How to Make a Product — Ivan Zamesin (zamesin.ru), product thinking and JTBD course, Mar 2023

Volgograd State Agricultural University — Business Informatics, 2021

Volgograd Social-Pedagogical College — Programming in Computer Systems, 2015

Languages

Russian: Native

English: B2